Marsh Questions for RFP 1989, 04/15/25

1) What is the goal of the RFP?

   The goal of the RFP is to review the broker marketplace to ensure we have the appropriate relationship in place to effectively manage our program's insurance needs.

2) Can you share the most recent exposure information provided to the markets for last year's renewal?

   Current fleet inventory rosters will be provided.

3) Will any program information – policies, binders, loss runs be shared for additional perspective into the program? Have there been any significant losses in the past 10 years that could impact program terms, limits. Etc?

   Policies and loss runs will be provided.

4) What are the expiring premiums, either by line of coverage or in total?

   2024-2025 Airport/Aircraft Program
   Aircraft Hull & Liability $167,744.00
   Airport Premises and Products Liability $6,720.00

   2024-2025 UAS/Drone Program
   Aircraft Hull & Liability $28,607.00
   Aircraft Hull & Liability Endorsement re increase in physical damage limits due to fleet inventory changes $2,165.00

5) Who is the current broker?

   True-Course Aviation Insurance Services Inc

6) What is creating the opportunity for Marsh on the Aviation program at Kent State?

   Kent State is taking the opportunity to learn the capabilities of other brokers within the aeronautical insurance field.

7) Are there any current service issues with the current broker or program that Kent State is looking for alternative solutions?

No issues with the current service and program

8) Does Kent State leverage analytics and benchmarking to guide their decision making around limits, retentions, premiums and overall program structure?

Kent State relies on the broker expertise to guide decision making.

9) Does Kent State's current broker have expertise in the Aviation Insurance as well as dedicated specialized aviation claims advisors to support the risk management team at Kent State?

The current broker does have expertise in the aviation insurance and has dedicated personnel to support Kent State's program as needed.

10) Is there a formal claims reporting and procedures process/document in place with the current broker?

There is no formal claims reporting and procedures document in place with the current broker. The current process is to notify the broker of a loss who then begins the claim process with the carrier.

11) How does Kent State University view their existing market relationships? Are long term partnerships focused on coverage and capabilities valued or is the focus more on achieving the most competitive premium?

Kent State values its relationships with partners and appreciates those with an understanding of the university history and growth in the aeronautical educational field. The broker relationship is one the university relies on for their expertise and understanding of the marketplace and for their knowledge about the appropriate time to market the university's program to other carriers to achieve the most competitive premium costs without losing policy benefits.

12) How is the current broker compensated – fee or commission, and are all forms of income disclosed? (wholesale commissions, contingent commissions, etc.)

The current broker is compensated through a broker fee.

13) Roughly, how many certificates of insurance are issued/requested annually for the aviation program?

> There are currently about 25 certificates of insurance issued annually for the aviation program and one certificate of insurance for the UAS/drone program.

14) How do you envision success for this project and what metrics will Kent State use to identify and select the broker?

    Kent State is looking for a broker to provide expertise and guidance at a market competitive cost. Qualifications and cost will both be considered.